Individual differences in intertemporal choice are associated with differential information processing patterns in eyetracking

*Dianna Amasino, Duke University  
Rachel Kranton, Duke University  
Scott Huettel, Duke University

The value of selecting and sharing information: A neural account of information transmission

*Elisa C. Baek, University of Pennsylvania  
Christin Scholz, University of Pennsylvania  
Matthew B. O’Donnell, University of Pennsylvania  
Emily B. Falk, University of Pennsylvania

Accounting and the human brain: How does double-entry bookkeeping shape the accountant’s brain?

*Sudipta Basu, Temple University  
*Gregory Waymire, Chapman University

Neural mechanisms associated with social influence predict risky driving decisions in the presence of a peer

*Elizabeth C. Beard, University of Pennsylvania  
Christopher N. Cascio, University of Pennsylvania  
Matthew B. O’Donnell, University of Pennsylvania  
C. Raymond Bingham, University of Michigan  
Bruce G. Simons-Morton, National Institute of Child Health and Human Development  
Anuj Pradhan, University of Michigan  
Jean Shope, University of Michigan  
Farideh Almani, University of Michigan  
Emily B. Falk, University of Pennsylvania
A longitudinal investigation of habituation to security warnings: A parallel fMRI and eye tracking study
*Daniel K. Bjornn, Brigham Young University
C. Brock Kirwan, Brigham Young University
Bonnie B. Anderson, Brigham Young University
Jeff Jenkins, Brigham Young University
Anthony Vance, Brigham Young University

Socioeconomic status moderates neural processes involved in executive functioning and social cognition
*Christopher N. Cascio, University of Pennsylvania
Emily B. Falk, University of Pennsylvania

Using consumer neuroscience to understand online shopping: Predicting impulse-driven purchase decisions across e-channel & platform through integrated self report and non-verbal data streams
*Kimberly Rose Clark, Dartmouth College, Merchant Mechanics
Kenneth Leslie, Merchant Mechanics
Luke Eglinton, Dartmouth College
George Wolford, Dartmouth College
Matthew Tullman, Merchant Mechanics

Affective neuroscience meets labor economics: Assessing non-cognitive skills on late stage investment on at-risk youth
*Pablo A. Egana del Sol, Columbia University

Why are decisions “noisy”? Evidence for stochastic discount rates in behavioral data and fMRI
*Christopher M. Glaze, University of Pennsylvania
Sangil Lee, University of Pennsylvania
Joseph W. Kable, University of Pennsylvania

Battle of the biases: Loss/bonus framing reduces delay discounting
*William Hampton, Temple University
Vinod Venkatraman, Temple University
Ingrid R. Olson, Temple University

Ventromedial prefrontal cortex encodes the subjective cost of effort
*Patrick Sean Hogan, Johns Hopkins University
Cary D. Frydman, University of Southern California
Vikram S. Chib, Johns Hopkins University
Phased decision-making in a shopping task: Visual search, product evaluation, and anticipated reward as measured by eye-fixations and pupil diameter

*Yanliu Huang*, Drexel University

*Wes Hutchinson*, University of Pennsylvania

The spillover effect: Increasing worry at the expense of others

*Brian N. Hub*, Columbia University

*Ye Li*, University of California, Riverside

*Elke U. Weber*, Columbia University

Overcorrection for social categorization information increases impact bias in affective forecasting

*Tatiana Lau*, Harvard University

*Carey K. Morewedge*, Boston University

*Mina Cikara*, Harvard University

The bull of Wall Street: Experimental analysis of aestosterone and asset trading

*Amos Nadler*, Western University

*Peiran Jiao*, Oxford University

*Veronika Alexander*, Claremont Graduate University

*Cameron Johnson*, Loma Linda University

*Paul Zak*, Claremont Graduate University, Loma Linda University

Double dissociation of valence and vividness effects on dorsal and ventral default mode network

*Trishala Parthasarathi*, University of Pennsylvania

*Joseph W. Kable*, University of Pennsylvania

Trust and reciprocity drive social common goods allocation norms

*Julia M. Fuchsbeiner*, The New School

Individual differences in a within-subjects description-experience gap

*Gail M. Rosenbaum*, Temple University

*Jason M. Chein*, Temple University

*Vinod Venkatraman*, Temple University

Value-based virality: A neurocognitive model of idea sharing

*Christin Scholz*, University of Pennsylvania

*Lisa C. Back*, University of Pennsylvania

*Matthew Break O’Donnell*, University of Pennsylvania

*Hyun Suk Kim*, University of Pennsylvania
Joseph N. Cappella, University of Pennsylvania

Emily B. Falk, University of Pennsylvania

Attention and choice across domains

*Stephanie M. Smith, The Ohio State University
Ian M. Krajbich, The Ohio State University

Delay of gratification in intertemporal choice is related to the speed with which immediate and future rewards are processed

*Nicolette J. Sullivan, Duke University
Scott Huettel, Duke University
Antonio Rangel, California Institute of Technology

Music and nostalgia: Understanding the impact of music in older consumers

*Khoi Vo, Duke University
Giuliana Isabella, Insper Education and Research Institute
Angelika Dimoka, Temple University
Willem Verbeke, University of South Carolina
Carlos da Silva Lourenço, Erasmus University
Richard Bagozzi, University of Michigan

Goal priming shapes value-guided choice while leaving attentional markers unchanged

*Jonathan Winkle, Duke Institute for Brain Sciences
Byung Lee, Duke Institute for Brain Sciences
Nikki Sullivan, Duke Institute for Brain Sciences
John Pearson, Duke Institute for Brain Sciences
Gavan Fitzsimmons, Duke Institute for Brain Sciences
Michael Platt, University of Pennsylvania
Scott Huettel, Duke Institute for Brain Sciences